

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

Contract / Revision 819136 /		Alt Order #
Product OH US SEN JOSH MANDEL SEPT 12-SEPT 25		
Contract Dates 09/12/12 - 09/25/12		Estimate # 2680
Advertiser Mandel, J/US Senate/R		Original Date / Revision 09/11/12 / 10/01/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WOIO	Account Executive House WOIO/WUAB	Sales Office Cleveland Local
Special Handling Cash In Advance		
Demographic Adults 35+		
IDB#	Advertiser Code	Product Code
Agency Ref		Advertiser Ref

And:

Strategic Media Placement.
7669 Stagers Loop
Delaware, OH 43015

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WOIO	09/12/12	09/14/12	Action News at 6a	6-7a		:30			NM	3	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$125.00			
N 2	WOIO	09/17/12	09/21/12	Action News at 6a	6-7a		:30			NM	4	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTW-F--				4	\$125.00			
N 3	WOIO	09/24/12	09/25/12	Action News at 6a	6-7a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	MT-----				2	\$125.00			
N 4	WOIO	09/15/12	09/22/12	Sat Early Show	9-11a		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----S-				1	\$100.00			
Week:		09/17/12	09/23/12	-----S-				1	\$100.00			
N 5	WOIO	09/16/12	09/23/12	CBS Sunday Morning	9-1030a		:30			NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----S				1	\$450.00			
Week:		09/17/12	09/23/12	-----S				1	\$450.00			
N 6	WOIO	09/16/12	09/23/12	Face the Nation	1030-11a		:30			NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----S				1	\$450.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	09/10/12-09/16/12	Face the Nation	1030-11a	-----S	:30		\$450.00	NM		
		<u>Credited</u>										
Week:		09/17/12	09/23/12	-----S				1	\$450.00			
N 7	WOIO	09/12/12	09/13/12	Price is Right	11a-12p		:30			NM	2	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WT---				2	\$525.00			
N 8	WOIO	09/17/12	09/21/12	Price is Right	11a-12p		:30			NM	4	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	M-WTF--				4	\$525.00			
N 9	WOIO	09/24/12	09/25/12	Price is Right	11a-12p		:30			NM	2	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	MT-----				2	\$525.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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(216) 771-1943

<u>Contract / Revision</u>	<u>Alt Order #</u>
819136 /	

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/12 - 09/25/12	OH US SEN JOSH MAN	2680

<u>Advertiser</u>	<u>Original Date / Revision</u>
Mandel, J/US Senate/R	09/11/12 / 10/01/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount	
												Totals	
												Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 10	WOIO	09/12/12	09/12/12	Action News at Noon	12-1230p		:30			NM	1	\$475.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--W----				1	\$475.00				
N 11	WOIO	09/17/12	09/20/12	Action News at Noon	12-1230p		:30			NM	3	\$1,425.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MT-T---				3	\$475.00				
N 12	WOIO	09/24/12	09/24/12	Action News at Noon	12-1230p		:30			NM	1	\$475.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$475.00				
N 13	WOIO	09/12/12	09/14/12	Action News at 5p	5-6p		:30			NM	3	\$1,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00				
N 14	WOIO	09/17/12	09/21/12	Action News at 5p	5-6p		:30			NM	5	\$2,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				5	\$500.00				
N 15	WOIO	09/24/12	09/25/12	Action News at 5p	5-6p		:30			NM	2	\$1,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	MT-----				2	\$500.00				
N 16	WOIO	09/12/12	09/14/12	Action News at 6p	6-630p		:30			NM	3	\$2,100.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$700.00				
N 17	WOIO	09/17/12	09/20/12	Action News at 6p	6-630p		:30			NM	4	\$2,800.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWT---				4	\$700.00				
N 18	WOIO	09/25/12	09/25/12	Action News at 6p	6-630p		:30			NM	1	\$700.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	-T-----				1	\$700.00				
N 19	WOIO	09/17/12	09/21/12	M-F 7-730p	7-730p		:30			NM	5	\$8,750.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				5	\$1,750.00				
N 20	WOIO	09/24/12	09/25/12	M-F 7-730p	7-730p		:30			NM	2	\$3,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	MT-----				2	\$1,750.00				
N 21	WOIO	09/17/12	09/20/12	M-F 730-8p	730-8p		:30			NM	4	\$8,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWT---				4	\$2,000.00				
N 22	WOIO	09/24/12	09/24/12	M-F 730-8p	730-8p		:30			NM	1	\$2,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$2,000.00				
N 23	WOIO	09/12/12	09/14/12	Action News at 11p	11-1135p		:30			NM	3	\$3,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$1,000.00				
N 24	WOIO	09/17/12	09/21/12	Action News at 11p	11-1135p		:30			NM	5	\$5,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				5	\$1,000.00				
N 25	WOIO	09/24/12	09/25/12	Action News at 11p	11-1135p		:30			NM	2	\$2,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	MT-----				2	\$1,000.00				
N 26	WOIO	09/16/12	09/16/12	Sun Hour 1	7-830p		:30			NM	1	\$3,500.00	

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		Week: 09/10/12	09/16/12	-----S				1	\$3,500.00				
N 27	WOIO	09/16/12	09/16/12	Browns Football	12-8p		:30			NM	1	\$20,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 09/10/12	09/16/12	-----S				1	\$20,000.00				
Totals												69	\$75,600.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 -09/25/12	69	\$75,600.00	\$64,260.00
Totals	69	\$75,600.00	\$64,260.00

Signature: _____ **Date:** _____

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